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COMMERCIAL REAL ESTATE

1) "Arden Realty, Inc., is pleased to partner with ENERGY STAR on this important effort. As an ENERGY STAR partner, we now operate more efficiently and cost-effectively and have been able to pass these savings on to our customers or carry these savings directly to our bottom line. We are also proud of the positive effects these efforts have on the environment."

- **Robert C. Accomando, First Vice President, Arden Realty, Inc.**
(March 2002)

2) "When the Hines organization committed itself to a cause like energy conservation, we immediately set out to be a leader. The ENERGY STAR program challenges our property managers to operate our buildings more efficiently while still maintaining the highest standard of quality and service to our tenants."

- **Jeffery C. Hines, President, Hines**
(March 2002)

3) "Harwood's commitment to energy conservation has enabled us to deliver office buildings that produce lower operating costs and increased return on investment to the owner, while reducing overall occupancy expenses to tenants. Since becoming a charter member in 1996, ENERGY STAR has proven to be an outstanding partner in helping us achieve record-setting efficiency."

- **Doug Walker, President, Harwood Management Services**
(June 2001)

4) "In today's energy market, it is imperative for brokers to be able to recognize how energy efficiency, or the lack of it, affects a property's value. It can easily take two to three times the energy costs to run one building versus a comparable property. By becoming certified as 'energy experts' [through online SIOR ENERGY STAR courses] our members enhance their demonstrated expertise as commercial real estate professionals."

- **Pamela Hinton, Executive Vice-President, Society of Industrial and Office Realtors**
(April 2001)

5) "This joint program [ENERGY STAR] will be good for our members, good for their clients and good for the environmental quality of the communities where we live."

- **Richard S. Standland, President, SIOR**
(April 2001)

6) "We salute real estate's visionaries who lead the marketplace in setting 21st-century standards for strategic energy management and environmental responsibility. These forward-thinking companies [ENERGY STAR Award Winning Partners] recognized early on that green building investments make both economic and environmental sense."

- **Jeff DeBoer, President and Chief Operating Officer, Real Estate Roundtable**
(October 2000)

7) "The Real Estate Roundtable is deeply honored by today's award. It's a testament to significant environmental progress that can be achieved through cooperative, public-private strategies which are also good for business. We are proud of our partnerships with EPA and the Department of Energy in promoting 'smart,' energy efficient buildings through voluntary, market-based programs such as the federal ENERGY STAR Building Label."

**- Nelson C. Rising, Catellus Development Corporation, and Chairman of Real Estate Roundtable
(October 2000)**

8) "The ENERGY STAR Building Label makes a clear statement about the property's ability to deliver value. It's starting to show up on more and more requests for proposals. As more owners become aware of it, the ENERGY STAR designation will become a competitive advantage."

**- Greg Brown, Vice President of Operations, Hines
(Fall 2000)**

9) "When we were first introduced to the ENERGY STAR Program and its benchmarking tool, we quickly recognized it as an excellent metric to help accomplish many of the goals set forth in our Energy Standards. The power of the benchmarking tools rests within the vast database developed by the U.S. Department of Energy's Energy Information Agency Commercial Buildings Energy Consumption Survey, which compares 4,000 buildings nationwide. This is by far the most comprehensive set of criteria available to compare the energy profiles of our buildings. It offers an unsurpassed way to measure and compare similar properties. And it's easy to use."

**- James R. Green, Regional Manager of Engineering Services, Hines
(Fall 2000)**

10) "The ENERGY STAR buildings program provided timely information and helped answer our questions. Achieving the Award of the ENERGY STAR Label for Buildings was very complementary. It recognized a talented, dedicated group of HMS [Harwood Management Services] associates as well as the exceptional efforts of our vendors and consultants...We are looking forward to our long-term relationship with the ENERGY STAR Buildings Program. All of us at HMS are excited about being involved in the transformation of the real estate market..."

**- Doug Walker, President, Harwood Management Services
(Spring 2000)**

11) "Arden's high performance buildings deliver energy efficient space at a lower cost. This results in a lower cost structure, fewer hydrocarbons in the atmosphere, and lower pass-through costs to our tenants. With ENERGY STAR, Arden is making its portfolio even more competitive, profitable, and environmentally friendly."

**- Robert C. Accomando, First Vice President, Arden Realty, Inc.
(March 2000)**

12) "Energy efficiency has become an important benchmark for our entire portfolio. For us, the ENERGY STAR label signals to our tenants and investors that we're capitalizing on an extraordinary opportunity to make our buildings environmentally and fiscally sound."

**-Tim Callahan, President and Chief Executive Officer, Equity Office Properties
(March 2000)**

13) "Cost-effective environmental technologies advanced by the ENERGY STAR partnership help make buildings more competitive, profitable, and therefore, valuable. The real estate industry's openness to incorporating these technologies ensures it will be every bit as much a part of the new economy as it has been of the old."

**- Jeff DeBoer, President and Chief Operating Officer, Real Estate Roundtable
(March 2000)**

14) "There's no doubt that today energy efficiency has to be one of the highest priorities for the commercial real estate business. The ENERGY STAR label symbolizes our deepest organizational

commitment to making office buildings energy-efficient, financially viable, and better places in which to work."

**- Douglas Durst, President, Durst Organization, Inc.
(March 2000)**

15) "The ENERGY STAR label symbolizes our deepest organizational commitment to making office buildings energy efficient, financially viable, and better places in which to work. For us and our tenants, high-performance buildings make both economic and ecological sense - whether it's new projects like Four Times Square, or buildings like the one on 6th Avenue that was chosen for an ENERGY STAR."

**- Douglas Durst, President, The Durst Organization
(March 2000)**

16) "...We're in the process of setting a new competitive standard for the entire industry...tenants, lenders, investors, and communities will increasingly value, and therefore demand, the ENERGY STAR label."

**- Robert Larson, Chairman, Lazard Freres Real Estate Investors, LLC
(March 2000)**

17) "As anyone who owns or invests in real estate can tell you, having an energy-efficient building is quickly becoming part of every smart company's competitive strategy. Until now, the ability to measure the bottom-line, return on investment of new energy-saving products in buildings has been difficult, if not impossible. The Energy Department and EPA have developed some promising tools to measure the ROI of energy-efficiency applications in buildings. Over time, these tools should prove helpful to investors in valuing and differentiating real estate portfolios and asset management strategies."

**- Robert Larson, Chairman of Lazard Freres Real Estate Investors, LLC, Managing Director of Lazard Freres & Co. LLC, and Member of Real Estate Roundtable
(March 2000)**

18) "Prentiss Properties is 100 percent behind the ENERGY STAR label for office buildings. Earning the ENERGY STAR label for our buildings helps improve the environment and saves dollars for our owners, shareholders, and building tenants, all in the same stroke; it's a win-win for everyone. The end results for Prentiss Properties are more energy-efficient buildings with lower utility costs, benefiting our owners, shareholders, and tenants. The ENERGY STAR label produces real results."

**- Joseph S. Summers, III, Vice President, National Operations, Prentiss Property Services AMO.
(March 2000)**

19) "When companies like Arden and Equity get involved in a program like ENERGY STAR, you not only know it's for real, but you also know that we're in the process of setting a new competitive standard for the entire industry...Tenants, lenders, investors, and communities will increasingly value, and therefore increasingly demand, the energy-efficient and environmentally sound technologies that characterize the buildings that qualify for the ENERGY STAR label."

**- Robert Larson, Chairman, Lazard Freres Real Estate Investors, LLC
(Pre-March 2000)**

20) "The ability to benchmark a building's performance and use the statistical data to continually improve it fits Harwood Management Services' goals. I feel that quantifiable programs along with the efforts of EPA are critical to the success of the industry. The aggregate result of all of this is reduced leasing costs, better distribution of budget dollars, and the fostering of a one-to-one marketing relationship between HMS and our clients. We become more than simply a developer or landlord to them. We gain the respect of trusted advisor."

**- Doug Walker, President, Harwood Management Services
(February 2000)**

21) "We worked hard to achieve the top position nationally in the ENERGY STAR program because we recognize that meeting the EPA's benchmark not only benefits the environment, it creates value for our shareholders."

- **Richard Ziman, Chairman and CEO, Arden Realty**
(March 2000)

22) "REITs are increasing their focus on energy-efficient properties, including support of the ENERGY STAR Program. It's indicative of sound and efficient-energy use practices."

- **Steve Wechsler, President and CEO, NAREIT**
(November 1999)

23) "NAREIT encourages its members to join the program and enjoy its benefits. In a highly competitive industry such as publicly traded real estate, a program such as ENERGY STAR certainly is worthwhile for building owners and managers to enhance property values and earnings."

- **Steven Wechsler, President and CEO, NAREIT**
(November 1999)

24) "Energy efficiency drives net operating income and asset value."

- **Joseph Stolarski, Senior Vice President and Director of Technical Services, Jones Lang LaSalle**
(Pre-2000, possibly early 1999)

CORPORATE REAL ESTATE

1) "We are always seeking new ways to enhance our conservation efforts and are especially pleased to team up with ENERGY STAR. Through this partnership, we will not only contribute toward bettering the environment, but will also be able to carry the savings from improved efficiency directly to our bottom line."

- **Joseph Sprouls, Division Head of Corporate Realty Services, Citigroup**
(June 2002)

2) "The Bay Area Council encourages its members to join the program and enjoy its benefits. In a highly competitive business climate, a program such as ENERGY STAR is certainly worthwhile for business executives and managers."

- **Sunne Wright McPeak, President and CEO, Bay Area Council**
(June 2002)

3) "By joining ENERGY STAR, we are building upon our existing global environmental management efforts and establishing a formal pledge to continuously improve our energy performance. Our participation will enhance our financial health, increase its value, and aid in preserving the environment."

- **Helen Sahi, Director of Corporate Environmental Affairs, FleetBoston Financial**
(May 2002)

4) "Verizon is very proud to receive the ENERGY STAR Corporate Commitment Award. Corporate social responsibility is more than just a slogan for Verizon – it's part of who we are. This is a tribute to the passionate involvement of Verizon employees and our commitment to ENERGY STAR."

- **Ivan Seidenberg, President and Co-CEO, Verizon**
(March 2002)

5) "Being an ENERGY STAR partner shows that in addition to striving for energy efficiency, you care about the environment and local community."

- **Fred Emery, Energy Manager, Comerica Bank**
(Fall 2001)

6) "We have realized substantial savings through ENERGY STAR. Our lighting upgrades alone cut lighting energy consumption in our branch offices by 20 percent. These savings were realized through mostly cleaning, re-lamping, and de-lamping activities. To this day we are still using knowledge gained through ENERGY STAR to improve our existing and new facilities."

**- Ronald Perkins, Vice President, Central Carolina Bank
(Fall 2001)**

7) "We are thrilled to be an ENERGY STAR partner. The benchmarking tool is helping us identify our worst energy use administrative buildings so we can attack those first. Not only does the tool help Verizon achieve its goal of using the least amount of energy necessary, it can help other companies as well. With the help of ENERGY STAR, Verizon is able to make even more of an impact on pollution reduction as well as financial responsibility."

**- Rod Sluyter, Director of Team Energy, Verizon Communications
(March 2001)**

8) "Lower operating costs equate to better financial performance for Boston Properties, our tenants, and shareholders. ENERGY STAR provides valuable tools and support structures in our continuing conservation efforts."

**- Larry Morgan, Director of Engineering, Boston Properties
(~2001)**

HEALTHCARE

1) "Virtua Health is pleased to partner with ENERGY STAR on this important effort. We now operate more efficiently and cost-effectively and have been able to carry these costs directly to our bottom line and positively affected the environment."

**- Gary Ginsbery, Asst. Vice President, Facilities and Development Ambulatory Services, Virtua Health
(April 2001)**

2) "Investments in energy-efficient performance combined with sound energy management in hospitals can generate significant cost savings. These savings offer opportunities for reinvestment into patient care and effectively demonstrate new investment options for healthcare managers."

**- Al Pennebecker, Vice President of Facilities and Support Services, Saint Michael's Hospital of Stevens Point, Wisconsin
(April 2001)**

3) "We are looking to the ENERGY STAR program to help reduce tangible operational costs and to give our staff the opportunity to be a part of controlling these costs."

**- Al Pennebecker, Vice President of Facilities and Support Services, Saint Michael's Hospital of Stevens Point, Wisconsin
(February 2001)**

4) "NYSOMH's partnering with EPA in ENERGY STAR has added invaluable momentum to a program that has saved more than \$65 million over the past seven years."

**- Neill Anderson, Director of Engineering, New York State Office of Mental Health
(2000)**

5) "By becoming an ENERGY STAR partner, Haywood County Hospital reinforced its commitment to protect the environment while providing personalized, compassionate, quality healthcare for our patients"

**- Dwayne V. Burress, Director of Engineering, Haywood County Hospital
(1999)**

6) "ENERGY STAR is definitely a win-win project. We're being good stewards of the environment, which is part of our heritage, and we're saving money at the same time."

**- Adil Osman, Director of Engineering, St. Joseph Hospital (PA)
(1999)**

7) "Since we joined ENERGY STAR, I have found many benefits of being an ENERGY STAR partner. Computer software, technical information, user group meetings, marketing and promotional assistance, combined with assistance from my account manager, makes the process a guaranteed success."

**- Thomas Ouvry, Energy Engineer, University of Michigan Hospitals
(1999)**

8) "Do not hesitate to upgrade your [building] through ENERGY STAR. It will give you the information and management tools you need to sell the concept and make your facility environmentally friendly."

**- Michael B. Severns, Director, Facility Services, St. Charles Medical Center
(1999)**

9) "HCA is focused on providing our patients with quality care, cost-effectively. Our participation in ENERGY STAR will provide our hospitals with better lighting while containing costs and conserving energy for the communities we serve."

**- Jack Stelle, Manager, National Programs, HCA Healthcare Corporation
(1999)**

HOSPITALITY

1) "For nearly a decade we have been helping hotels realize dramatic cost savings from implementing simple energy solutions. As a longtime ENERGY STAR partner and lodging's leading provider of ecological solutions providing economic benefit, we are elated with the EPA's new online energy efficiency rating tool. Finally, hotels can compare themselves to thousands of other hotels nationwide and find the motivation to act today to improve their energy efficiency rankings and bottom lines, as well as public image."

**- Dan Bornholdt, President and Founder, Green Suites International
(September 2002)**

2) "It's amazing the motivation you get to cut your energy consumption once you find out that your neighbor's energy bills are much lower. Whether you're a homeowner or a hotel owner, it's never made more sense to install energy and water efficient [ENERGY STAR] products, particularly with today's record rebates from local utilities."

**- Dan Bornholdt, President and Founder, Green Suites International
(September 2002)**

3) "Even if you can't sell more rooms right now, the bottom line is you can still significantly improve your bottom line by investing little time and monies in these major money saving areas. Literally, making the ENERGY STAR grade, and budget goals, can be as easy as screwing in a few hundred light bulbs."

**- Dan Bornholdt, President and Founder, Green Suites International
(September 2002)**

4) "Up until a year ago, hoteliers had little financial worries — and therefore, understandably, sometimes had little time to listen to arguments for investing in products that improve energy efficiency and cut operating costs. Now, with occupancies down and operating costs up, there's a real demand both for all of our solutions and this new key tie-in to online energy efficiency benchmarking tools and ENERGY STAR best practices."

**- Ray Burger, Vice President of Sales & Marketing, Green Suites International
(September 2002)**

5) "Starwood has a very, very aggressive stance on energy management [and ENERGY STAR]. We want to get our hands around energy spending and reduce it comprehensively. We believe it is a controllable expense."

**- John Lembo, Director of Energy, Starwood Hotels and Resorts
(August 2002)**

6) "Identifying an Energy Champion at each hotel helps ensure that White Lodging's commitment to energy efficiency is not only experienced at the corporate level, but is also being embraced from the ground up."

**- Randy Gaines, VP House keeping and Engineering, White Lodging
(Spring, 2002)**

7) "Our competitors don't realize that they have to rent out more rooms just to keep up with the savings that we are generating on a daily basis from our energy performance investments. We're investing in energy performance, generating revenue, and earning publicity - for free."

**- Glenn Tuckman, Senior VP, North American Hotel Operations, Starwood Hotels & Resorts
(Spring, 2002)**

8) "Starwood is pleased to partner with ENERGY STAR on this important effort. As an ENERGY STAR partner, we now operate more efficiently and cost-effectively and have been able carry these savings directly to our bottom line. We are also proud of the positive effects these efforts have on the environment."

**- Glenn Tuckman, Senior VP, North American Hotel Operations, Starwood Hotels & Resorts
(Spring, 2002)**

9) "At La Quinta, we pride ourselves on improving energy performance while enhancing the guest experience. ENERGY STAR has helped us make energy efficiency a corporate priority, and we are seeing a significant impact on our bottom line. Not only has this relationship been good for the environment, it's good for business."

**- Michael Milburn, Director of Energy and Engineering, La Quinta Inns
(July 2001)**

10) "We believe that we have a responsibility to operate efficiently as well as protect the natural resources we use every day. Our participation in ENERGY STAR has enabled us to continue offering our guests the best hotel experience while making a concerted effort to better preserve the environment."

**- George Neeson, VP of Engineering and Housekeeping, Hilton Hotels
(July 2001)**

11) "By participating in ENERGY STAR, we have not had to put forth an energy surcharge. When we started this program, we had no idea the cost of energy was going to go up the way it has, so we were very fortunate."

**- Charles Lagarce, CEO, Columbus Hospitality Group
(June 2001)**

12) "Our energy management strategy has paralleled the ENERGY STAR methodology. We are serious about energy-efficiency and believe in its benefits. We expect these upgrades, along with guidance from ENERGY STAR, to prevent pollution, save money, and help the environment."

**- Cliff Paulson, Director of Facilities, Columbus Hospitality Group
(June 2001)**

13) "The financial impact of energy costs on a company's income statement, and ultimately, shareholder value, is significant. In fact, we have made energy-efficient upgrades that substantially reduced our energy use and significantly increase our earnings per share."

**- Steve Lawrence, Senior VP, Finance, MeriStar Hotels
(Summer, 2001)**

14) "The first line of defense against escalating energy costs lie within our control. Energy efficiency is the key to lowering operating expenses. The best way to save money is not to spend it. Likewise, the best way to save energy is not to consume it."

**- Edwin Figueroa, Director of Engineering Operations, Hilton Hotels Corporation
(2001)**

15) "We are very pleased that this will result in operating efficiencies of hundreds of thousands of dollars annually. Both Hilton and Panasonic have received excellent responses to this program from our owners, operators and guests. We jointly applaud the EPA for sponsoring this type of voluntary public-private partnership where everyone wins!"

**- Phil Keipper, VP Franchise Design and Construction, Hilton Hotels Corporation
(~1999)**

16) "The substantial energy savings provided by ENERGY STAR qualified television sets gives Hilton the opportunity to save real dollars by demonstrating to customers the Hilton commitment to helping the environment. Through ENERGY STAR, both of these objectives are achieved without sacrificing product performance or customer satisfaction."

**- Phil Keipper, VP Franchise Design and Construction, Hilton Hotels Corporation
(~1999)**

17) "For Choice, creating awareness among our customers (hotel guests) that as a hotel chain, we are concerned about energy and the environment is an important message and consideration."

**- Paul Kluth, Manager, Strategic Partnerships, Choice Hotels International
(~1999)**

INDUSTRIAL

1) "ENERGY STAR...has generated a tremendous amount of enthusiasm and activity within Johnson & Johnson. To summarize, as of August 21, 2001, we have ... saved \$11.03 million."

**- Harry Kauffman, Corporate Energy Director, Johnson & Johnson
(August 2001)**

2) "General Motors is proud to be part of the ENERGY STAR program, which we believe is an excellent example of a collaborative public-private partnership. EPA's recognition of GM's excellence in energy management reinforces our drive to reduce energy use. These kinds of energy initiatives are good for the environment, good for business and good for our customers"

**- Elizabeth A. Lowerey, VP Environment and Energy, General Motors Corporation
(Spring 2002)**

RETAIL

1) "Managing our costs is key to Food Lion's financial performance. By investing in energy management projects, we have significantly impacted our bottom line and improved profits."

**- Susan Sollenberger, Director of Facilities, Food Lion
(2001)**

2) "Reducing energy consumption is a priority for Lowes Foods. It takes a tremendous amount of energy to operate a supermarket – for lights, refrigeration, and to run computerized checkout systems. By finding ways to eliminate energy use [through ENERGY STAR], we contribute to a healthier environment in the neighborhoods in which we do business, and operate our stores more efficiently."

**- Gary Watson, Vice President for Business Support, Lowes Foods
(2001)**

3) "By improving the energy efficiency in our facilities through ENERGY STAR, our community will benefit from cleaner air, our customers will benefit from brighter, more comfortable stores, and our share holders will benefit from reductions in our operating costs."

**- Donald Keeble, Executive VP of Store Operations, Kmart
(1999)**

4) "The benefit to McDonald's of an ENERGY STAR upgrade is not only the energy cost reduction with a very short payback period, but it its also the improved lighting levels which enhance customer and crew satisfaction."

**- Joe Megacz, Corporate Utilities Manager, McDonald's Corporation
(1999)**

5) " ENERGY STAR has changed how we look at our businesses. As we reduce the cost of energy, we can pass some of those savings to our shareholders in the form of higher profits and to our customers in the form of lower prices."

**- Thomas Stemberg, CEO, Staples, Incorporated
(1999)**

6) "You don't really understand the impact [of ENERGY STAR] until you see the hard data, and wow! I didn't realize the impact it would have on the environment as well as the company!"

**- Bob Valair, Manager of Facilities, Staples, Incorporated
(1999)**

SERVICE AND PRODUCT PROVIDERS

1) "Winning the ENERGY STAR Buildings Partner award--and especially winning it twice--has opened doors for us. It is a seal of approval, emphasizing that we really are the experts that we claim to be when it comes to saving energy in existing buildings."

**- E. Milton Bevington, Founder, Servidyne Systems
(March 2002)**

2) "Our clients respect the ENERGY STAR Label and are eager to gain the prestige associated with it. One of our benchmarking services, EnergyCheck®, parallels the ENERGY STAR qualifications. We find that clients are attracted to EnergyCheck because it is a lead-in to ENERGY STAR certification."

**- Barry Abramson, Senior Vice President, Engineering, Servidyne Systems
(June 2001)**